

Commercial/Nonprofit	Mail Product	Mail Shape
(1)	(2)	(3)
Non Profit	Marketing Mail	FLATS
Non Profit	Marketing Mail	LETTERS
Profit	First-Class Mail	CARDS
Profit	First-Class Mail	FLATS
Profit	First-Class Mail	LETTERS
Profit	Marketing Mail	FLATS
Profit	Marketing Mail	LETTERS
Profit	Priority Mail	PARCELS

Sources:

(4) - USPS Management

(5) - FY 2019 Billing Determinants - USPS-FY19-4

(6) - FY 2019 Public CRA Report - USPS-FY19-1

(7) = (5) - (6)

(8) = (7) *(4)

Revenue Forgone Impact	Unit Revenue Impact	Revenue Impact
Formula	(Revenue FC - Revenue MM)	(Revenue FC - Revenue MM) * MM Vol
Revenue Shift - Nonprofit MM Letters to FC Letters	\$ 0.40	\$ 43,358,874
Revenue Shift - Commercial MM Letters to FC Letters	\$ 0.31	\$ 2,067,598
Revenue Shift - Nonprofit MM Flats to FC Flats	\$ 0.99	\$ 21,451,909
Revenue Shift - Commercial MM Flats to FC Flats	\$ 0.86	\$ 2,509,231
Total		\$ 69,387,612

	MM Converted Volume	Total Rev Impact
Weighted Average	139,580,696	\$ 69,387,612

Additional Cost Impact	Unit Cost Impact	Cost Impact
Formula	(Cost FC - Cost MM)	(Cost FC - Cost MM) * MM Vol
Cost Shift - Nonprofit MM Letters to FC Letters	\$ 0.22	\$ 23,729,731
Cost Shift - Commercial MM Letters to FC Letters	\$ 0.22	\$ 1,470,365
Cost Shift - Nonprofit MM Flats to FC Flats	\$ 0.57	\$ 12,240,105
Cost Shift - Commercial MM Flats to FC Flats	\$ 0.57	\$ 1,644,010
Total		\$ 39,084,210

	MM Converted Volume	Total Cost Impact
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Weighted Average	139,580,696	\$ 39,084,210
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Post Oct 15 Election Vol FY20	Unit Revenue	Unit Attributable Cost	Unit Contribution	Total Contribution
(4)	(5)	(6)	(7) = (5) - (6)	(8) = (7)*(4)
21,617,752	\$ 0.281	\$ 0.604	\$ (0.324)	\$ (6,993,976)
108,345,953	\$ 0.119	\$ 0.111	\$ 0.01	\$ 826,492
10,678,202	\$ 0.362	\$ 0.331	\$ 0.031	\$ 327,325
403,820	\$ 1.273	\$ 1.170	\$ 0.103	\$ 41,429
37,459,605	\$ 0.519	\$ 0.330	\$ 0.189	\$ 7,072,346
2,903,553	\$ 0.41	\$ 0.60	\$ (0.195)	\$ (567,337)
6,713,439	\$ 0.21	\$ 0.11	\$ 0.100	\$ 670,259
1	\$ 8.72	\$ 6.49	\$ 2.229	\$ 1

188,122,323

Revenue Impact/Pc
\$ 0.497

Cost Impact/Pc

\$	0.280
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